

GUIDE



Services summary & partnership proposal guide

Clarity in vision. Purpose in growth.

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A summary of the management consultancy services, the holding criteria and a guide to preparing a partnership proposal. All content describes intended direction and the proposed way of working; it is not a commitment to price, timing, staffing or results.

Part 1 · Management consultancy (SSIC 70209)

AREA OF WORK	SUITABLE FOR	OUTPUTS THAT MAY BE AGREED	WHAT THE CLIENT PREPARES
Strategy & business planning	Owners, boards and leadership teams that need a shared direction.	Strategic review summary; objectives and priorities framework; business plan or roadmap with key assumptions.	Current plans or budgets, recent management reports, the main decisions management is facing.
Organisation & accountability	Businesses whose structure has not kept pace with growth, or that want decision rights written down.	Organisation structure options; responsibility matrix; delegation-of-authority framework.	Organisation chart, role descriptions, approval limits, examples of decisions that caused delay.
Operating processes & internal control	Businesses where key processes depend on individuals or approvals vary.	Process maps; control matrix; prioritised improvement recommendations.	Description of the processes in scope, current approval practice, known issues.
Objectives, indicators & management reporting	Leadership teams without shared measures, or whose reports are late or unused.	Indicator framework with definitions; management report templates; reporting calendar.	Current objectives or budget, existing reports and data sources, decisions to support.
Implementation support & review	Businesses that have agreed a plan and want structured follow-up.	Progress review notes; issue and action log; results assessment report.	The plan being implemented, responsibilities and milestones, progress information.

Responsibilities

The company

- Works within the agreed scope and states its assumptions
- Bases findings on the information provided and explains their basis
- Delivers the agreed outputs and reports candidly on limitations
- Uses information only for the agreed purpose and keeps it confidential

The client

- Confirms objectives and nominates a responsible contact person
- Provides complete, accurate information and access to relevant people
- Takes management decisions and chooses which recommendations to adopt
- Engages licensed professionals for legal, tax, audit or regulated financial matters

Defining the scope

1. A short, non-confidential introduction
2. A scoping conversation on objectives, boundaries, information available and people involved
3. A written document setting out objectives, deliverables, responsibilities, timetable, fees and confidentiality for review
4. Work begins once both parties have signed the agreement

Scope boundaries: the consultancy does not include legal advice, statutory audit or assurance, tax advice, or regulated financial or investment advice.

Part 2 · Corporate holdings (SSIC 64202)

The holding activity uses the company's own capital. It does not involve raising funds from the public, accepting money from third parties for investment, acting as an intermediary for securities, managing funds or managing assets on behalf of clients.

Businesses suited to a discussion

- Operating businesses with accounts that can be reviewed, whose activities fall within the company's registered holding activity
- Owners seeking a long-term shareholder — for succession, the next stage of growth or stronger governance — rather than a short-term sale
- Willingness to agree information rights, reporting and decision rights in writing
- Readiness to share information for due diligence once confidentiality terms are agreed

Evaluation criteria

Business model	Is the way the business creates and captures value clear and defensible?
Governance	Are ownership, decision rights and reporting clear, and is management accountable?
Operating performance	Does the business operate consistently, with reliable processes and information?

Cash flow	Does the business generate sustainable cash flow, or have a credible path to it?
Risk	Are the material commercial, legal, financial and operational risks identified and manageable?
Long-term prospects	Is there a sound basis for the business to remain relevant and grow over time?

Forms of participation

- Subscribe for new shares or make a capital contribution
- Acquire existing shares from current shareholders
- Acquire capital contribution portions, where the business is organised as a limited liability company

The criteria describe how opportunities are intended to be assessed. They are not a record of transactions completed, capital committed, holdings or markets in which the company is active.

Part 3 · Partnership proposal guide

Structure of an introduction

1. **Organisation** — name, jurisdiction, registration number, main activities
2. **Pathway and purpose** — management consultancy, equity partnership, professional collaboration or general introduction; why now
3. **Needs or opportunity** — the issue, opportunity or collaboration in mind
4. **Indicative scope and timing** — expected boundaries and the parties involved
5. **Contact person** — name, role, email

PATHWAY	HELPFUL TO SHARE
A · Management consultancy	Current situation and the issue; outcome sought; preferred timeframe; responsible contact person
B · Equity partnership	Overview of the business and its ownership; why a partner is being considered; form of participation in mind; person authorised to discuss
C · Professional collaboration	Firm profile, qualifications or licences; proposed collaboration; division of responsibilities; any conflict of interest to disclose

Please do not send in a first introduction

- Confidential or price-sensitive information; detailed financial statements or contracts
- Shareholder registers, identity documents, bank details or personal financial information
- Information about your own clients without their authority

How a conversation progresses

1. Introduction
2. Initial review of fit
3. Exploratory discussion to clarify objectives, scope and expectations

4. Confidentiality terms before detailed information, where needed
5. Written agreement signed by authorised representatives

Sending an introduction: by email to info@agrigooodglobal.com or by post to 36 Robinson Road, #20-01, City House, Singapore 068877. The website has no function for sending, uploading or storing messages.

Initial discussions are exploratory and are not an offer or commitment. No engagement, partnership or transaction is binding until set out in a written agreement signed by authorised representatives.